

Message Text

LIMITED OFFICIAL USE

PAGE 01 ATHENS 00069 031909Z

41

ACTION EB-07

INFO OCT-01 EUR-12 ISO-00 IO-10 CIAE-00 INR-07 LAB-04

NSAE-00 PA-01 RSC-01 SIL-01 USIA-06 PRS-01 /051 W

----- 054645

R 031710Z JAN 75

FM AMEMBASSY ATHENS

TO SECSTATE WASHDC 6820

USDOC WASHDC

INFO AMCONSUL THESSALONIKI

LIMITED OFFICIAL USE ATHENS 069

E.O. 11652: N/A

TAGS: BEXP, GR

SUBJ: COMMERCIAL PRESENCE FAIRS (CPF) - GREECE

REF: STATE 279299

STATE FOR ASSISTANT SECRETARY ENDERS; COMMERCE FOR ASSISTANT SECRETARY DOBBIN

1. FOR PAST FIVE YEARS, EMBASSY HAS MOUNTED USA PAVILION AT THESSALONIKI INTERNATIONAL FAIR (TIF) WITH COOPERATION OF AMERICAN-HELLENIC CHAMBER OF COMMERCE AND LOCAL PARTICIPANTS. 1974 EXHIBITION WAS ASSISTED BY CPF FUNDS, WHILE PRECEDING PAVILIONS WERE CATEGORY III EXHIBITIONS ORGANIZED AND FUNDED LOCALLY. WE HAVE ALSO HAD COMMERCE ASSISTANCE THROUGH CATALOG SHOWS. TIF IS GREECE'S MAJOR ANNUAL COMMERCIAL EVENT AS WITNESSED BY NOW PERENNIAL PARTICIPATION OF SOME TWENTY GOVERNMENTS AND SEVERAL HUNDRED GREEK COMPANIES.

2. SINCE EMBASSY HAS PARTICIPATED STEADILY OVER RECENT YEARS, I BELIEVE IT IS PARTICULARLY IMPORTANT THAT WE AGAIN MOUNT A PAVILION IN THE 1975 TIF. GREECE HAS RECENTLY EMERGED FROM SEVEN YEARS OF JUNTA RULE TO REJOIN THE ANKS OF DEMOCRATICALLY ELECTED GOVERNMENTS. THE EVENTS WHICH PRECIPITATED THIS CHANGE - THE CYPRUS CRISIS - WILL BRING

LIMITED OFFICIAL USE

PAGE 02 ATHENS 00069 031909Z

ABOUT A REDEFINITION OF OUR TOTAL RELATIONSHIP WITH GREECE.

IT IS NECESSARY MORE THAN EVER THAT WE DEMONSTRATE TO THE GOVERNMENT OF GREECE AND TO THE GREEK PEOPLE THAT THE U.S. IS WITH THEM IN THEIR ASPIRATIONS - ESPECIALLY THE DEVELOPMENT OF THE GREEK ECONOMY. THE TIF AFFORDS A VALUABLE VEHICLE FOR SUCH A DEMONSTRATION. THIS OPPORTUNITY WILL NOT BE LOST ON OTHER GOVERNMENTS, WHILE THE ABSENCE OF A USA PAVILION WOULD UNDOUBTEDLY PROVOKE UNFAVORABLE COMPARISONS WITH OUR FAIR PRESENCE DURING THE JUNTA YEARS.

3. IN ADDITION TO THESE POLITICAL/ECONOMIC FACTORS, THERE ARE OTHER REASONS WHICH STRONGLY ARGUE FOR A U.S. PRESENCE. THE GOG IS GREECE'S LARGEST IMPORTER AND SEVERAL MAJOR CONTRACTS IN WHICH U.S. HAS AN INTEREST WILL BE UNDER CONSIDERATION THIS YEAR, INCLUDING OIL EXPLORATION, THE ATHENS SUBWAY, THE AEROSPACE MAINTENANCE FACILITY, REFINERY EXPANSION, AND HOTELS. THE GOG HAS APPRECIATIVELY NOTED OUR PARTICIPATION IN YEARS PAST AND I WOULD COUNT ON THIS YEAR'S PARTICIPATION TO CONTINUE TO OPEN DOORS TO ME AND MY STAFF TO PROTECT U.S. BUSINESS INTERESTS AS WELL AS TO PURSUE OPPORTUNITIES AVAILABLE IN GOVERNMENT PROCUREMENT AND PUBLIC WORKS PROGRAMS.

4. FOR ALL THESE REASONS, I FEEL IT HIGHLY IMPORTANT THAT WE PARTICIPATE IN TIF 1975. LOCAL ECONOMIC CONDITIONS, HOWEVER, INCLUDING VIRULENT INFLATION OVER THE LAST TWO YEARS, COMBINED WITH GENERAL BUSINESS STAGNATION, MAKE LOCAL FUNDING OF SUCH A VENTURE PROBLEMATIC WITHOUT THE ASSISTANCE OF CPF FUNDS. I FEEL WE CANNOT SUCCESSFULLY PASS ON INFLATED CONSTRUCTION AND OTHER COSTS TO PARTICIPANTS ALREADY BURDENED WITH STAGNATING ECONOMIC CONDITIONS. TO ATTEMPT A USA PAVILION WITH CPF FUNDS WOULD POSSIBLY RESULT IN AN EMBARRASSING DEFICIT IN THE PAVILION BUDGET DESPITE STRINGENT BELT-TIGHTENING MEASURES.

5. IN VIEW OF THESE CIRCUMSTANCES I WOULD GREATLY APPRECIATE ANY CONSIDERATION YOU CAN GIVE TO PROVIDING FUNDING ASSISTANCE TO THE USA PAVILION AT TIF 1975.
KUBISCH

LIMITED OFFICIAL USE

NNN

Message Attributes

Automatic Decaptioning: X
Capture Date: 01 JAN 1994
Channel Indicators: n/a
Current Classification: UNCLASSIFIED
Concepts: n/a
Control Number: n/a
Copy: SINGLE
Draft Date: 03 JAN 1975
Decaption Date: 01 JAN 1960
Decaption Note:
Disposition Action: RELEASED
Disposition Approved on Date:
Disposition Authority: MorefiRH
Disposition Case Number: n/a
Disposition Comment: 25 YEAR REVIEW
Disposition Date: 28 MAY 2004
Disposition Event:
Disposition History: n/a
Disposition Reason:
Disposition Remarks:
Document Number: 1975ATHENS00069
Document Source: CORE
Document Unique ID: 00
Drafter: n/a
Enclosure: n/a
Executive Order: N/A
Errors: N/A
Film Number: D750003-0964
From: ATHENS
Handling Restrictions: n/a
Image Path:
ISecure: 1
Legacy Key: link1975/newtext/t19750181/aaaacswx.tel
Line Count: 98
Locator: TEXT ON-LINE, ON MICROFILM
Office: ACTION EB
Original Classification: LIMITED OFFICIAL USE
Original Handling Restrictions: n/a
Original Previous Classification: n/a
Original Previous Handling Restrictions: n/a
Page Count: 2
Previous Channel Indicators: n/a
Previous Classification: LIMITED OFFICIAL USE
Previous Handling Restrictions: n/a
Reference: 75 STATE 279299
Review Action: RELEASED, APPROVED
Review Authority: MorefiRH
Review Comment: n/a
Review Content Flags:
Review Date: 02 JUN 2003
Review Event:
Review Exemptions: n/a
Review History: RELEASED <02 JUN 2003 by ElyME>; APPROVED <02 JUN 2003 by MorefiRH>
Review Markings:

Margaret P. Grafeld
Declassified/Released
US Department of State
EO Systematic Review
05 JUL 2006

Review Media Identifier:
Review Referrals: n/a
Review Release Date: n/a
Review Release Event: n/a
Review Transfer Date:
Review Withdrawn Fields: n/a
Secure: OPEN
Status: NATIVE
Subject: COMMERCIAL PRESENCE FAIRS (CPF) - GREECE
TAGS: BEXP, GR
To: STATE COM
Type: TE
Markings: Margaret P. Grafeld Declassified/Released US Department of State EO Systematic Review 05 JUL 2006